



# Region III Report

News from around the Region

November - December 2005

**U.S. Small Business Administration**  
Region III, Philadelphia, Pa.

Serving Delaware, Maryland,  
Pennsylvania, Virginia, West Virginia and  
Washington, D.C.

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#### For More Information

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- SBA Answer Desk: 1-800 U ASK SBA
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*All of the SBA's programs and services are provided to the public on a non-discriminatory basis*



#### Recovering from Disaster

Region III Administrator Stephanie Watkins (left) and Richmond District Director Ron Bew (center) listen as Industrial Alloy Fabricators General Manager Ron Gordon (right) explains the company's recovery from a 2004 flood. The SBA officials visited the facilities for a first-hand look at subsequent improvements made with the proceeds from a disaster loan from the SBA.

#### From the desk of the Regional Administrator

## Reflections and contemplations entering a new year

**Stephanie A. Watkins**  
*Regional Administrator*

The 2005 holiday season is all but over and the New Year is upon us once again. As usual, most of us reflect on the events of the passing year and contemplate what may be in store in the coming year.

In retrospect, calendar year 2005 was a capricious year for the SBA. Great accomplishments, unprecedented disasters, and outstanding individual commitment and dedication all punctuated the year.

Our other year, fiscal year 2005, recorded the fifth consecutive benchmark for financial assistance to small businesses, a vital ingredient.

A best ever and very impressive 105,094 loans were approved by the agency with a value of \$20.3 billion. Region III contributed 9,377 to the loan volume worth \$1.4 billion.

As you know, all that we do helps this country's economy remain strong.



**Stephanie A. Watkins**

Thank you for continuously embracing the agency's important mission.

In addition to financial assistance, the agency administered to a record number of entrepreneurs a key element to their success, counseling and technical assistance. I say it again, our work is important to our nation.

As announced in 2005, small businesses owners received more than the 23 percent of the \$300 billion in federal contracts during FY 2004.

Disasters have taken their toll on the psyche of the people of the United States. Thousands continue to struggle to regain firm footing following Gulf-Coast hurricanes Katrina and Rita.

By last count, the agency's assistance to small businesses and homeowners in the region is swiftly approaching the \$2 billion mark. The seven-day-a-week, loan-processing center in Texas is staffed by a group of dedicated professionals whose work is helping to rebuild the foundation of the region's economy. Yes, the road towards complete recovery is long. Regardless, we will stay the course.

Looking forward, I believe we will expand our assistance to entrepreneurs in this country in unprecedented ways.

## **Weaver returns to SBA**

**Haney, Richard B.**  
*Economic Development Specialist*

Barbara Weaver who served the SBA from 1988 to 1992, is returning to manage the Federal Contracting Program in W. Va.



**Barbara Weaver**

Weaver was the first Procurement Center Representative in the state and manager of the Federal Procurement Assistance Program. She is again operating in the role of PCR.

In addition, she will serve as commercial market representative, helping large federal prime contractors locate small business partners.

Weaver, a 1992 graduate of Fairmont State University, received a masters' degree in Business Administration in 2000 from West Virginia University, in Morgantown.

***SBA's Financial  
Assistance to Small  
Business Owners  
Reached Record Levels  
for the Past 5  
Consecutive Years***

## **Philly chamber and the SBA sign mutual accord to foster business development**

**By John Fleming,**  
*Economic Development Specialist*

The SBA's Philadelphia District Office and the Greater Philadelphia Chamber of Commerce agreed to develop and foster a mutual understanding and working relationship to strengthen and expand small business development in the local area.

The SBA and GPCC have separate services and resources, when delivered in coordination, will provide maximum benefits to the small business communities served.

As an advocate for businesses throughout the region, the GPCC, a non-profit organization with a membership in excess of 5,500 members, is dedicated to supporting and encouraging the growth of its member companies and the business community at large.

One of the first initiatives under this alliance is an outreach program targeting veteran entrepreneurs; specifically, existing service-disabled, veteran-owned small businesses and veteran-owned small businesses offering business educational and networking opportunities.

GPCC will host the first educational and networking opportunity: "Vetwork Your Business" on Jan. 11, at the chamber's offices, 200 South Broad Street. Veteran and Service-Disabled Veteran-Owned small business owners received assistance marketing their products and services to private and public contracting agents.

Topics covered include prime and sub-contracting, Central Contracting Registry (CCR.gov) and financing opportunities.

Veterans will also receive a complimentary enrollment in the GPCC Supplier Network Series, an educational and networking program developed to better prepare small business to pursue large bids and meet face-to-face with procurement officers from prime contractors and government agencies. Your organization may qualify for this innovative series (\$250 value — limited availability).

## **Virginia firm recovers from flood using SBA disaster loan**

Region III Administrator Stephanie Watkins and Richmond District Director Ron Bew recently visited Industrial Alloy Fabricators for a briefing on the firm's progress in recovering from a flood disaster.

The company, severely damaged during the late August 2004 flooding touched off by the remnants of Tropical Storm Gaston, is a major producer of custom pressure vessels, tanks, reactors, and other process equipment.

The storm left at least seven people dead in Virginia and devastated a historic Richmond neighborhood.

The SBA visited the firm shortly after the disaster in 2004 and saw the devastation first-hand. Not surprisingly, the company was approved for a \$750,000 disaster loan from the SBA in December of that year.

Engineering Manager Mike Davis was at work late on the afternoon of the storm, when the 100,000 square-foot warehouse started to flood. Davis and another staff member acted quickly, moving computers and other equipment to higher shelves in the office. Unfortunately, there was little they could do in the warehouse to move the heavy fabrication equipment. The water rose to a level of 10 feet in a very short time forcing the employees to evacuate, Davis said. They returned the next morning to unbelievable devastation.

Today, the firm is making progress in its recovery from that disaster. Most damaged equipment has been cleaned and returned to service or replaced. Temporary trailers house the office staff until renovations are completed. General Manager Ron Gordon and Mike Davis gave the SBA visitors a tour of the facilities and detailed the storm damages and improvements made with the funds of the disaster loan.





## Meet the Washington district office Montgomery County outreach team



(1st Row, left to right) Charita Albright, Latrice Andrews, Pam Hale; (2nd Row, left to right) Kevin Washington, Delcine Montgomery, Bob Carpenter and Dave Wiggs.

Montgomery County is one of the fastest developing areas in the nation and it is the home of more than 23,000 businesses, including high technology and government-related businesses. The biotechnology and telecommunications industries are the most active. The team is hitting the pavement touring the business communities weekly promoting the 504 Loan Program.

It is a program design to bring economic development into a community which means, **Jobs, Jobs more Jobs**. The best part is that you can own the real property and lease it back to the operating company. That is why the Montgomery County Team is sending this message, ***“Why Rent when you can Buy!”***

## D.C.’s Young Entrepreneur receives Junior Achievement award

Brian Ross Hendricks, the SBA’s Washington Metropolitan Area District Office Young Entrepreneur of the Year, recently received Junior Achievement’s 3rd Annual 2005 *JA Entrepreneur of the Year Award*. Hendricks received a \$5,000 check and Winston Churchill High School received another \$1,000 for their contribution to his education. His success story is featured on the SBA teen page ([www.sba.gov/teens](http://www.sba.gov/teens)). He is also featured on mind your own biz ([www.mindyourownbiz.org](http://www.mindyourownbiz.org)) a website launched by SBA and Junior Achievement during the award ceremony.

Henderson is the founder of StartUpPC and VB Solutions, Inc. located in Potomac, Maryland. He was taught at a very young age that working for yourself is one of the best jobs available.

## PBS highlights SBA programs in Va.



Barbara Berlin, Public Broadcasting Station WCVE, Channel 23 on Nov. 17, interviewed **Region III Administrator Stephanie A. Watkins (left)** and **Richmond District Office Director Ron Bew** about the SBA’s programs and services.



The SBA Washington District Office provided information about the agency to attendees of the July 28, Business Matchmaking event during the National Urban League Conference in July 2005 in Washington, D.C. Pictured above, left to right are Stan Fujii, Eugene Sawney, District Director Joseph Loddo, Region III Administrator Stephanie Watkins, Charita Albright, Pam Hale, Mary Pasker and Latrice Andrews



Brian (second from right) is presented a check by (from left): David S. Chernow, president and CEO of JA Worldwide, Sam DiPiazza, and CEO of PricewaterhouseCoopers and chairman of the board for JA Worldwide, and Hector V. Barreto, administrator of the U.S. Small Business Administration

# SBA welcomes strong support on Gulf Coast recovery

**WASHINGTON** – U.S. Small Business Administration Administrator Hector V. Barreto today welcomed a strong show of support for the way the SBA is responding to the terrible disaster caused by Hurricanes Katrina, Rita and Wilma from House Small Business Committee Chairman Donald Manzullo and 15 organizations representing more than hundreds of thousands of small business owners and employees

Chairman Manzullo called the press conference on Capitol Hill to explain how the SBA is using its congressionally mandated disaster assistance program to respond to the disaster. He was joined by Administrator Barreto and representatives from the 15 small business groups.

“The SBA’s response to the horrible catastrophe in the Gulf Coast has been unprecedented, and there is much work yet to be done,” said Manzullo. “I have every confidence that Administrator Barreto and the SBA will succeed in delivering billions of dollars in recovery loans in a responsible manner, while balancing the interest of both the taxpayers and the people of the Gulf Coast.”

“I greatly appreciate Chairman Manzullo’s efforts to give a true, balanced picture of how the SBA is responding to this year’s hurricanes,” said Administrator Barreto. “In addition, I would like to thank all the national organizations and key partners that joined us today in support of what this agency is doing to help those impacted by these storms.”

Attending the press conference was:

- U.S. Chamber of Commerce,
- National Federation of Independent Businesses,
- National Black Chamber of Commerce,
- National Small Business Association
- Operation HOPE
- U.S. Hispanic Chamber of Commerce
- Small Business and Entrepreneurship Council
- Hispanic Business Roundtable
- The Latino Coalition
- Minority Business Roundtable
- Women Impacting Public Policy
- U.S. Pan-Asian American Chamber of Commerce
- U.S. Indian American Chamber of Commerce
- HUBZone Contractors National Council
- Women’s Business Network

To date, the SBA has approved more than \$1.4 billion in disaster loans to almost 21,000 homeowners, renters and small businesses

In three-and-a-half months, one third of the 317,000 applications have already been processed and more than 107,000 damaged properties have been inspected.

More than 4,000 employees at the SBA are engaged in disaster assistance.

Loan approvals since the beginning of December have averaged \$33 million per day, and loans approved by the SBA have surpassed the billion-dollar mark in roughly the same amount of time following the 1994 Northridge Earthquake, the largest disaster before the current one, and five weeks faster than after last year’s Florida hurricanes.

The agency has also streamlined documentation requirements, simplified requirements for business disaster loans under \$100,000. To help the affected businesses, we’ve also deferred loan payments for one year. The SBA also continues to improve loan processing so we can make decisions as quickly and efficiently as possible.

“As charged by President Bush, this administration will continue to work urgently and with compassion to assist the hurricane victims,” said Barreto. “Since the beginning, we’ve been working with state and local governments as well as the private sector and the non-profit community to help the Gulf Coast rebuild.”

## [A Christmas story](#)

### **D.C. staff during holidays adopts Family affected by Hurricane Katrina**

This Christmas season, the employees were asked to adopt a family affected by Hurricane Katrina, a mom (Maniela), four boys (Ivan and Jamal – twins 16 years old, Akeem – 12 years old and Abdull – 6 years old) and two girls (Abdell – 10 years old and Cross – 5 years old).

The gifts started pouring in, gift cards, money and a special package for mom. The office gave \$304 in cash, \$125 in gift cards. The gifts included a walkman, doll, Turbo Twist spelling game, Sports Car stretcher and two beautiful Sunday dresses for the girls.

Loretta Taylor, lead business development specialist organized the event through the Women’s Wing Organization, a Washington, D.C. humanitarian and community development organization. The organization has recently assumed the responsibility for eight families devastated by Hurricane Katrina.

Loretta said, “They went all out to ensure that our family had a little joy in their time of disaster.”

